

TESTIMONY – Appropriations Committee Public Hearing March 2, 2015

Good evening members of the Appropriations Committee. It is an honor to speak before you today. My name is Jennifer Mastriano and I am the Chief Financial Officer (CFO) for MGM Carting & Recycling, based in New Haven, Connecticut. I am here to testify on behalf of the Women's Business Development Council (WBDC) and ask you to reinstate the funding for this important organization.

As this committee already knows, small businesses and entrepreneurs are the backbone of America's economy, creating 65 percent or more of new jobs in our country each year. In fact, women owned small businesses are expected to create almost 60 percent of projected 18 million new jobs to be created by 2018.

In 2011, I began working with WBDC as my family was looking to the younger generation to grow the business and to create a succession plan. I met with a WBDC business counselor who suggested I register for the nine week business plan writing class. Our family owned construction waste and recycling company has been operating since 1993 without one. The business was looking to expand, and seek new contracts in order to grow and hire more staff. As part of my work with WBDC, I learned about the advantages given to certified women-owned businesses when seeking contracts with the state and federal government. I also learned how to find and apply for available contracts.

After 20 years of successfully running a small business, my mother in law turned over the reins to me. I have been working ever since to advance my business knowledge and to gain the critical skills needed to lead this company to the next level. WBDC has been my partner in this journey and has helped me to not only

sustain jobs but to add jobs as well to the company's workforce.

I believe it is imperative to continue to fund WBDC's training and education programs for women entrepreneurs and provide them with the tools they need to help them create jobs, grow their businesses and succeed as tax payers in Connecticut.

This concludes my prepared statement. Thank you for your commitment to Connecticut's Small Businesses and for giving me the opportunity to speak to you today. I would be pleased to answer your questions.

CONTACT INFO

Jennifer Mastriano, Chief Financial Officer (CFO) for MGM Carting & Recycling, based in New Haven, Connecticut.

203-933-4826

jennifer@mgmcarting.com

196 Forbes Avenue

New Haven, CT 06512